



Foreign Military Sales Overview

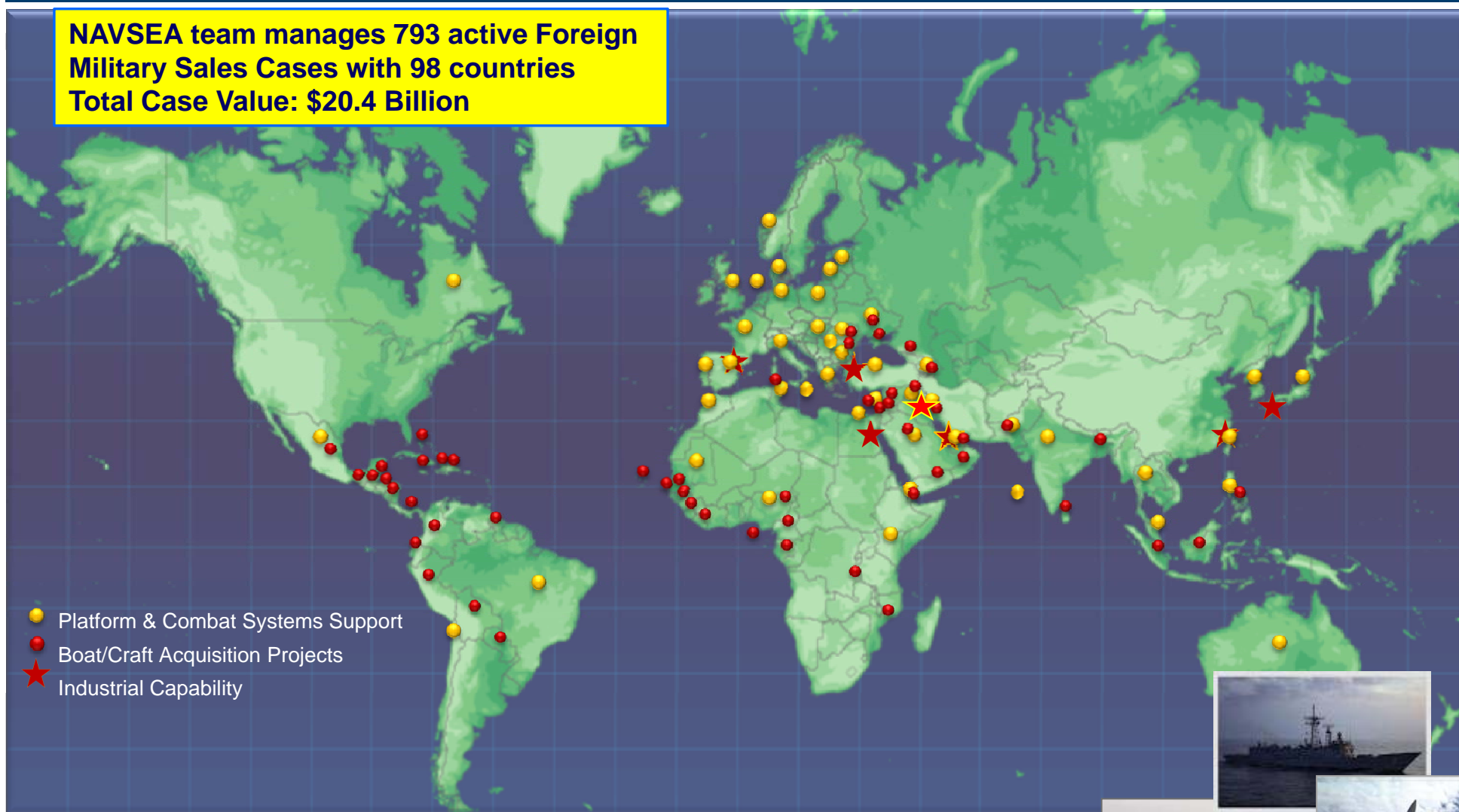
Linda Roberts, Deputy Program Manager, PEO IWS 4.0

Matt Sermon, Deputy Program Manager, PMS 326



Team Ships & PEO Integrated Warfare Systems Foreign Military Sales & Support

**NAVSEA team manages 793 active Foreign
Military Sales Cases with 98 countries
Total Case Value: \$20.4 Billion**



- Platform & Combat Systems Support
- Boat/Craft Acquisition Projects
- ★ Industrial Capability



Team Ships FMS Programs

Egyptian Fast Missile Craft



- Customized variant of AMBASSADOR MKIII Class
- Deliver 4 vessels to the Egyptian Navy
- Provide Crew Training
- FMC 4 to launch Spring13
- FMC 1 to deliver Summer13
- FMC 2 to deliver Fall 13

**Provides
“Total Package
Approach” to
Acquisition**

Other Platforms

•Key boat acquisition programs

- 54m Diving Support Vessel
- 27m MKV Patrol Boats
- 28m Coastal Patrol Craft
- 11m NSW RHIBs
- 60m Offshore Support Vessel
- 35m Coastal Patrol Craft
- 42m Coastal Security Craft
- 39’ Fast Interceptor Boats

•Excess Defense Article Ship Transfer Programs

- FFG-7 Class has strong worldwide interest
- Strong interest in Amphibs and Research Vessels is anticipated

•Building Partner Capacity (COCOM) Programs

- 10m RHIBs (AFRICOM)
- 11m RHIBs & Inflatables (CENTCOM)
- 7m RHIBs (PACOM)
- Riverine Patrol Boats & Inflatables (PACOM)

Products/Services

- Boat/Craft Acquisition/Procurements
 - Design to Build
 - Build to Print
 - Modified GSA
 - FAR Part 12; Simplified Acquisition
 - Co-Production
 - Excess Defense Articles (EDA)
 - “Piggy Back” on Existing Contracts
- Boat/Craft Refurbishments & Transfers
- Support Equipment Procurements
- Facilities Upgrades
- Mobile Repair Teams (MRT)
- Mobile Maintenance Repair Facilities
- Mobile Training Teams (MTT)
- Site Surveys
- Follow-on Technical Support





PMS 326: International Fleet Support

Program Office

Mission:

Manage execution of Foreign Military Sales (FMS) cases that provide platform-centric Follow-On Technical Support (FOTS) and related life cycle support efforts. Serves as the Program Manager for FMS-unique and legacy systems/weapons programs still in use by international foreign partners.

Functional Areas of Support:

Integrated Program Management

Case and Project Management

Engineering Services

Maritime and Industrial Training

Maritime Industrial Support

Follow On Technical Support Portfolio:

In-country Platform and Systems Maintenance

Material Condition Assessments and Maintenance Planning

System Upgrades/Alterations, Installation, and Integration

In-country Port Engineer Services

Material, Documentation, Spares, and Training to Support Upgrades, Replacements, Enhance Infrastructure Capabilities, and Support Maintenance Availabilities

Key Programs

Iraqi Navy Fleet Maintenance Repair Training and Support

Philippine Navy Ex-US Coast Guard Cutters FOTS

Egyptian Navy Frigate, Minehunter, and Missile Craft FOTS

Taiwan Navy Frigate, Destroyer, and Amphib FOTS

Royal Saudi Naval Forces Patrol Boat FOTS

Turkish Navy Frigate Air Warfare Upgrades

Polish Navy Frigate FOTS

Japanese Navy Platform Integration Support & Landing Craft FOTS

International Frigate Working Group (IFWG)

Building Partner Capacity (BPC) Program: Various equipment procurements for more than 20 countries.

Afghanistan Security Forces Fund – (ASFF): Explosive Ordnance Disposal equipment procurements.





Program Executive Office Integrated Warfare Systems

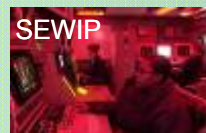
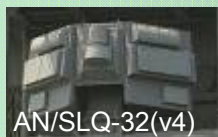
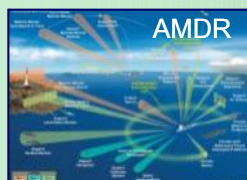
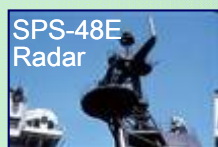


- ♦ The PEO IWS organization is aligned to develop, procure and deliver Enterprise Warfighting Solutions for Surface Ships
- ♦ PEO IWS has life cycle responsibilities for combat system performance, design management, systems engineering, installation, integration, test, maintenance and disposal

INNOVATION

- ♦ APLs
- ♦ Industry
- ♦ NSWC
- ♦ NUWC
- ♦ ONR
- ♦ SBIR/SST
- ♦ DARPA
- ♦ Aegis BMD

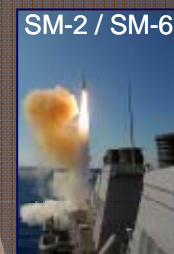
Detect



Control



Engage



DELIVERY

- ♦ 238 USN Ships
- ♦ 8 USCG Ships
- ♦ 27 Nations
- ♦ PEO IWS executes 245 FMS Cases at \$9.8B Total Active Case Value

169 Programs:
2 - ACAT I
6 - ACAT II
4 - ACAT III
4 - ACAT IV
12 - R&D
41 - Inactive
96 - Non ACAT
4 - Pre MS B ACAT
(as of 09Aug12)



PEO IWS 4.0 International Programs



SM SUMMARY
110 CASES
TCV: \$2.8B

VLS SUMMARY
17 CASES
TCV: \$604.1M

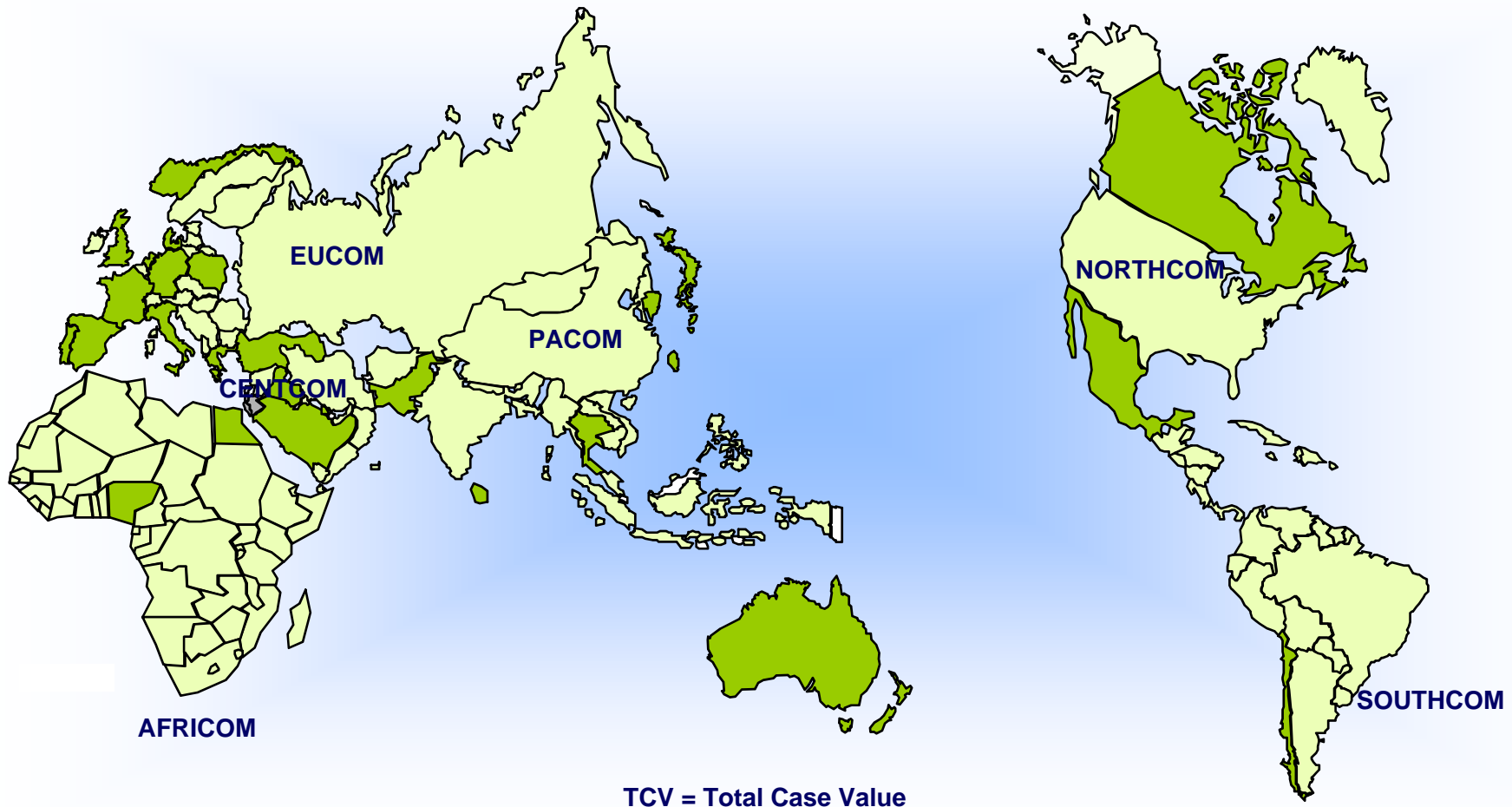
RAM SUMMARY
3 CASES
TCV: \$107.9M

CIWS SUMMARY
12 CASES
TCV: \$213.8M

AEGIS SUMMARY
69 CASES
TCV: \$6.0B

GWS/AMMO SUMMARY
34 CASES
TCV: \$114.2 M

245 CASES TCV: \$9.8B



Integrated Combat Systems Solutions



Weapons & Launchers



- Case Management for FMS sales of Aegis and other US Combat Systems/Elements
- FMS combat system engineering, ship integration & testing



Current Focus



“Foster and sustain cooperative relationships with an expanding set of allies and international partners to enhance global security”

*-Admiral Jonathan Greenert, CNO
21 September 2011 “Sailing Directions”*

“We are in a time of unprecedented global interdependence and we have abundant maritime activity and a lot of constructions out there. It’s a time of budget constraints, so we’ve got to innovate, we’ve got to share capabilities, share technologies, and be willing to work together.”

*- Admiral Jonathan Greenert, CNO
19 October 2011, International Seapower
Symposium, Newport RI*

PEO IWS ALIGNMENT

Increase allied interoperability through cooperative programs and FMS

Reduce programs costs by leveraging allied expertise and involvement where feasible

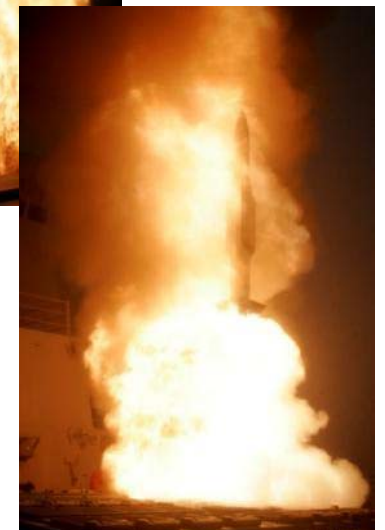
Deliver what the customer needs when the customer needs it for the best price possible

Promote stronger and more synergistic relationships with agencies that can assist in achieving these goals and who have a vested interest in the systems that PEO IWS manages

Where We're Trending



- Increasing trend toward integration of combat system elements vice turn-key solutions
- Inclusion of indigenous national content a growing priority among customers
 - ❖ Integration of non-USN radar with USN command & control systems
 - ❖ Cooperative Radar Development with select countries
 - ❖ Integration on non-USN combat systems with USN missiles
- Scalable technology and capabilities





BACKUP



FOTS Maintenance and Engineering Services

- ❖ In-country and U.S.-based engineering services, via government or contractor support, to assist in planning and accomplishing equipment repairs, maintenance and other support. Support might include:
 - In-country platform and systems maintenance
 - Material Condition Assessments and Maintenance Planning
 - Maintenance Execution
 - Systems Upgrades/Alterations Planning, Installation and Integration Services
- ❖ Tech Rep Support for Emergent Repairs, Upgrades/SHIPALTS/PIP, Grooms, etc.
 - HM&E
 - Combat Systems
 - Radars
 - Navigation
 - External Communications systems/equipment
 - Other Systems/equipment
- ❖ Tech Support during Maintenance Availabilities
- ❖ Remote Engineering Services/Technical Planning from U.S.
- ❖ In-country Port Engineer





Platform Support

MATERIAL

❖ Provide material to support upgrades, replacements, enhance infrastructure capabilities, and support maintenance availabilities

- Potential System/Equipment Upgrades & Replacements
- SHIPALTS/MACHALTS/ORDALTS
- Unique Training Devices
- Special Tools & Test Equipment
- Micro-Miniature (2M) Repair Capability
- Glass Reinforce Plastic (GRP) Repair Capability
- Remote Operating Vehicle (ROV) Repair Capability
- Availabilities, Ship Industrial Overhauls, etc.
- Configuration Management

DOCUMENTATION

❖ Provide access to documentation required for operation and maintenance of the ships

- Correction of shortfalls in technical manuals, drawings and other documentation
- Routine update and replenishment of technical manuals, drawings and other documentation over time
- Planned Maintenance Support (PMS) documentation support
- Documentation supporting changes in equipment configuration

SPARES

❖ Provide access to spare and replacement parts and consumables for shipboard and depot maintenance and repairs

- Develop COSAL and COSMAL Allowances
- Identify sources for required material, ensuring standards are met regarding form fit and function
- Direct Requisitioning and Material Procurement
- DRP cases & FMSO Cases
- Industry Supplied Material
- Assist with legacy system parts support

TRAINING

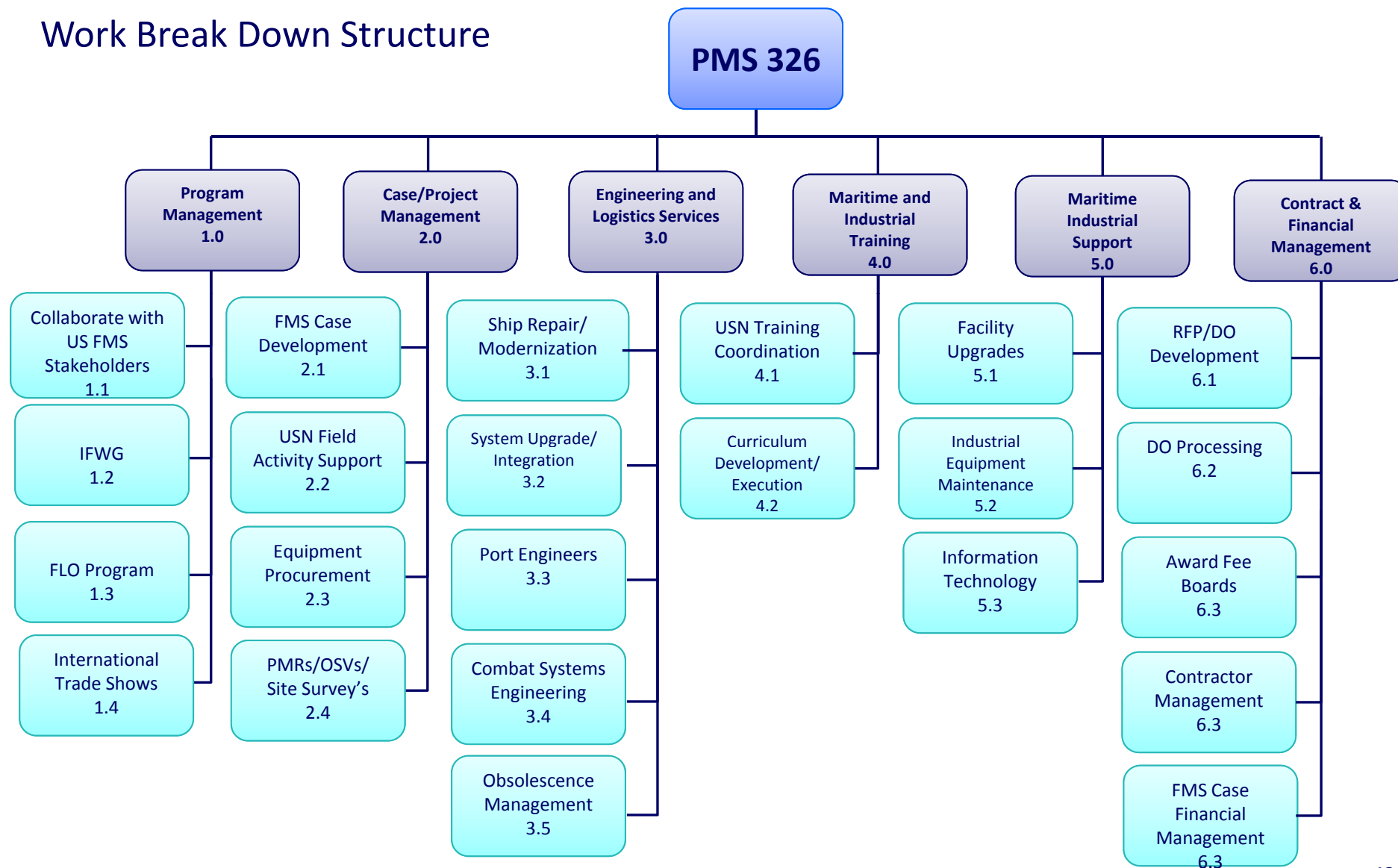
❖ Provide curriculum development and conduct training for ship operators and maintainers

- In-country shipboard training
- Industrial training
- In-country classroom training
- U.S.-based classroom training



PMS 326: Our responsibilities

Work Break Down Structure





AUSTRALIA



BAHRAIN



CANADA



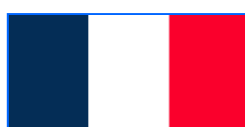
CHILE



DENMARK



EGYPT



FRANCE



GERMANY



GREECE



ISRAEL



ITALY



JAPAN



MEXICO



NETHERLANDS



NEW ZEALAND



NIGERIA



NORWAY



PAKISTAN



POLAND



PORTUGAL



SAUDI ARABIA



SOUTH KOREA



SPAIN



SRI LANKA



TAIWAN



THAILAND



TURKEY



UNITED KINGDOM



FMS Program Snapshot



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